



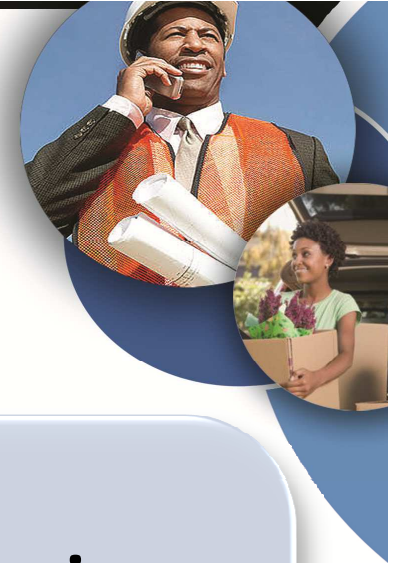
Procurement Enhancement Program

2012

Compliance Report



Procurement Enhancement Program



PEP

- **Total Certified Companies**
- **Contract Awards**
 - **Goods and Services**
 - **Construction**

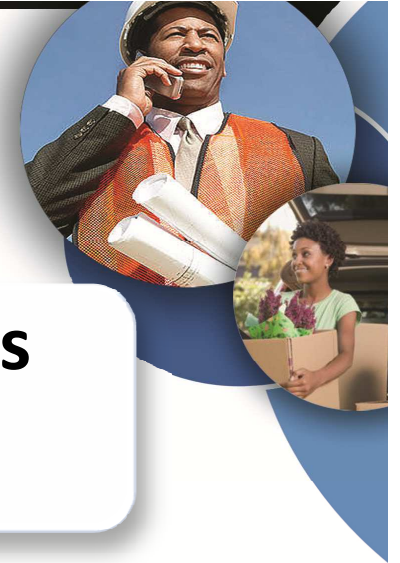
More Companies Needed

413*

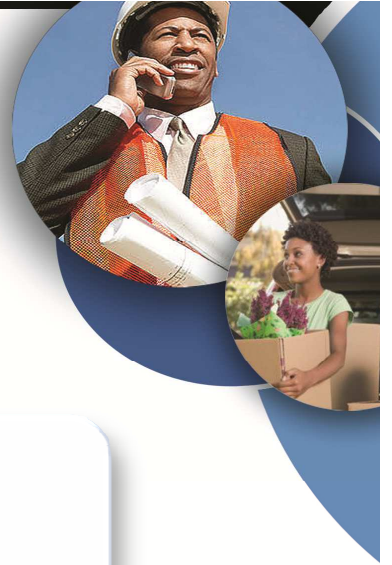
**Total Certified Companies
as of 12/31/2012**

- 110 Site visits completed
- 38 New small businesses
- 72 Renewed small businesses

Please note that we have experienced a significant reduction in the number of certified companies. There are currently 290 businesses in the program, of which only 222 are "Active," 61 are "Expired," and 130 are "No longer active." 90% of the "No longer active" companies have not responded to our repeated contact attempts to renew their certification. 5% are no longer eligible for the program either through a change in ownership, owners' PNW too high, or annual revenues higher than SBA standards. Three companies were removed for non-compliance.



More Companies Needed



21

**Total HUD Section 3
Certified Companies**

- Coordination with Greater Dayton Premiere Management (formerly DMHA)
- Increased contract dollars awarded to HUD Section 3 certified businesses

Goods and Services PEP 2012



| Contract Award | Minority-owned | Woman-owned | All Small Businesses |
|----------------|----------------|-------------|----------------------|
| \$60,597,730 | \$1,196,361 | \$744,002 | \$2,032,842 |
| 2012 PEP % | 2% | 1% | 3% |
| 2013 Goals | 2.5 | 1.5 | 4% |

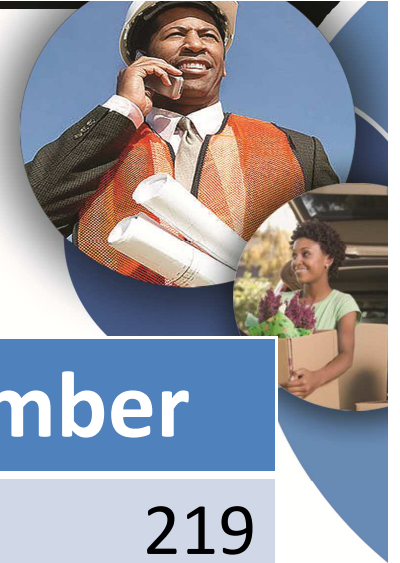
- In 2012 \$941,950 or 2% of the total contract awards was awarded to certified PEP Dayton Local Businesses

Certified Preference



| Description | Number |
|--|-----------|
| Total Number of Bids | 219 |
| 5% certified preference applied | 2 |
| Contracts awarded to certified company | 13 |
| Amount of certified PO's | \$497,212 |

Local Preference



| Description | Number |
|-------------------------------------|-------------|
| Total number of bids | 219 |
| 5% local preference applied to bids | 8 |
| Contracts awarded to local company | 44 |
| Amount of local PO's | \$2,099,465 |

Construction PEP 2012

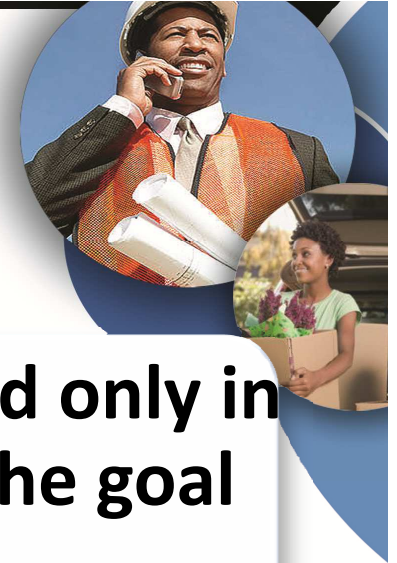


2012

Contract awards are counted in every category for which the company is certified

| Contract Award | Minority-owned | Woman-owned | Small Businesses | Dayton Local Small Businesses |
|-------------------------|-----------------------|---------------------|-------------------------|--------------------------------------|
| \$ 54,095,872 | \$ 7,871,780 | \$ 2,182,980 | \$ 14,602,974 | \$5,378,066 |
| 2012 PEP Performance | 15% | 4% | 27% | 10% |
| 2012 PEP Goal | 17% | 5% | 20% | 5% |
| 2012 % of Goal Achieved | 86% | 81% | 135% | 199% |

Construction PEP 2012

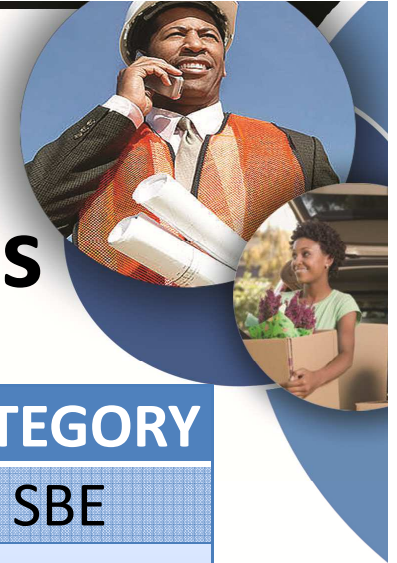


2012

Contract awards are counted only in the category related to the goal on the project

| Contract Award | Minority-owned | Woman-owned | Small Businesses | Dayton Local Small Businesses |
|-------------------------|-----------------------|--------------------|-------------------------|--------------------------------------|
| \$ 54,095,872 | \$ 6,598,531 | \$ 1,808,088 | \$ 5,148,679 | \$ 69,147 |
| 2012 PEP Performance | 12% | 3% | 10% | 0% |
| 2012 PEP Goal | 17% | 5% | 20% | 5% |
| 2012 % of Goal Achieved | 72% | 67% | 48% | 3% |
| 2013 Recommended Goals | 12% | 3% | 15% | 5% |

Top 10 Construction Awards to Dayton Local Small Business



| DAYTON LOCAL SMALL BUSINESSES | RANK | CATEGORY |
|---------------------------------|------|----------|
| Belgray, Inc. | 1 | SBE |
| Charles F. Jergens Construction | 2 | SBE |
| Tall View Palladium | 3 | MBE |
| W.C. Jones Asphalt & Paving | 4 | MBE |
| Bright Street LLC | 5 | WBE |
| Cardinal Diversity Group | 6 | MBE |
| TNT Trucking | 7 | MBE |
| Martin Concrete | 8 | MBE |
| Peak Security | 9 | MBE |
| Clarke's Enterprises | 10 | MBE |

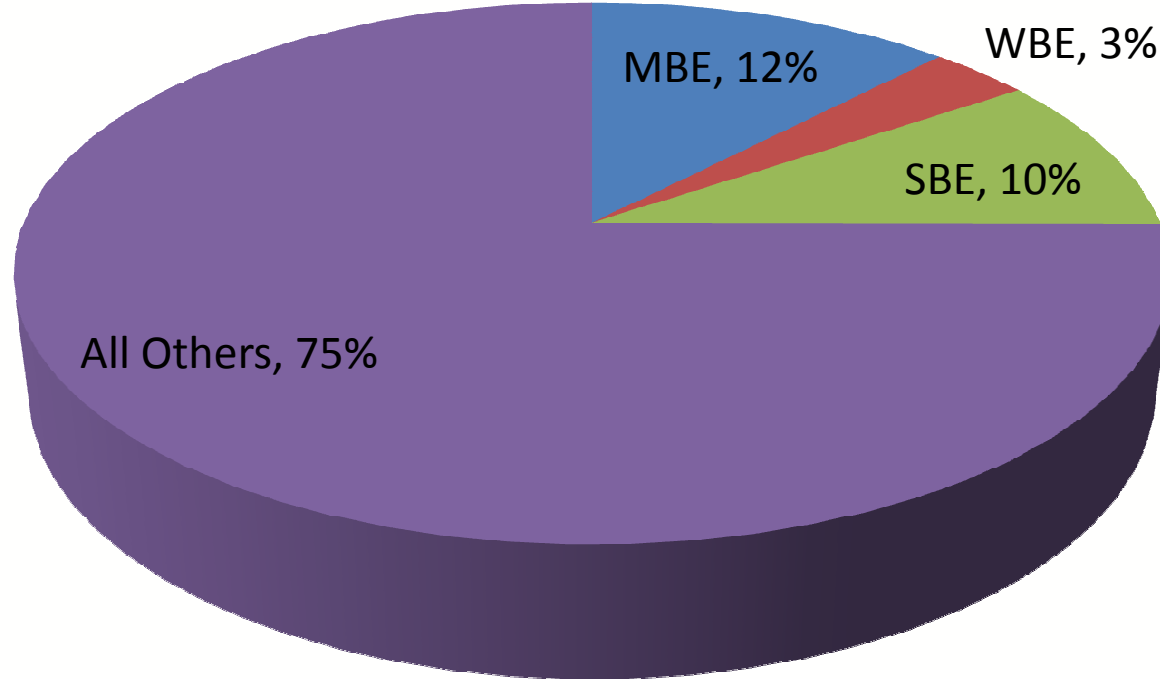
Top 10 Construction Awards to Dayton Local Small Business



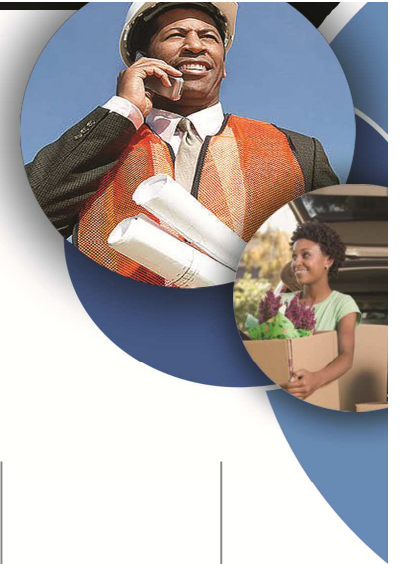
| TOTAL 2012 CONSTRUCTION AWARDS | DLSB \$ | DLSB % |
|--------------------------------------|-------------|--------|
| \$54,095,872 | \$5,849,531 | 11% |

2012 City of Dayton PEP Performance

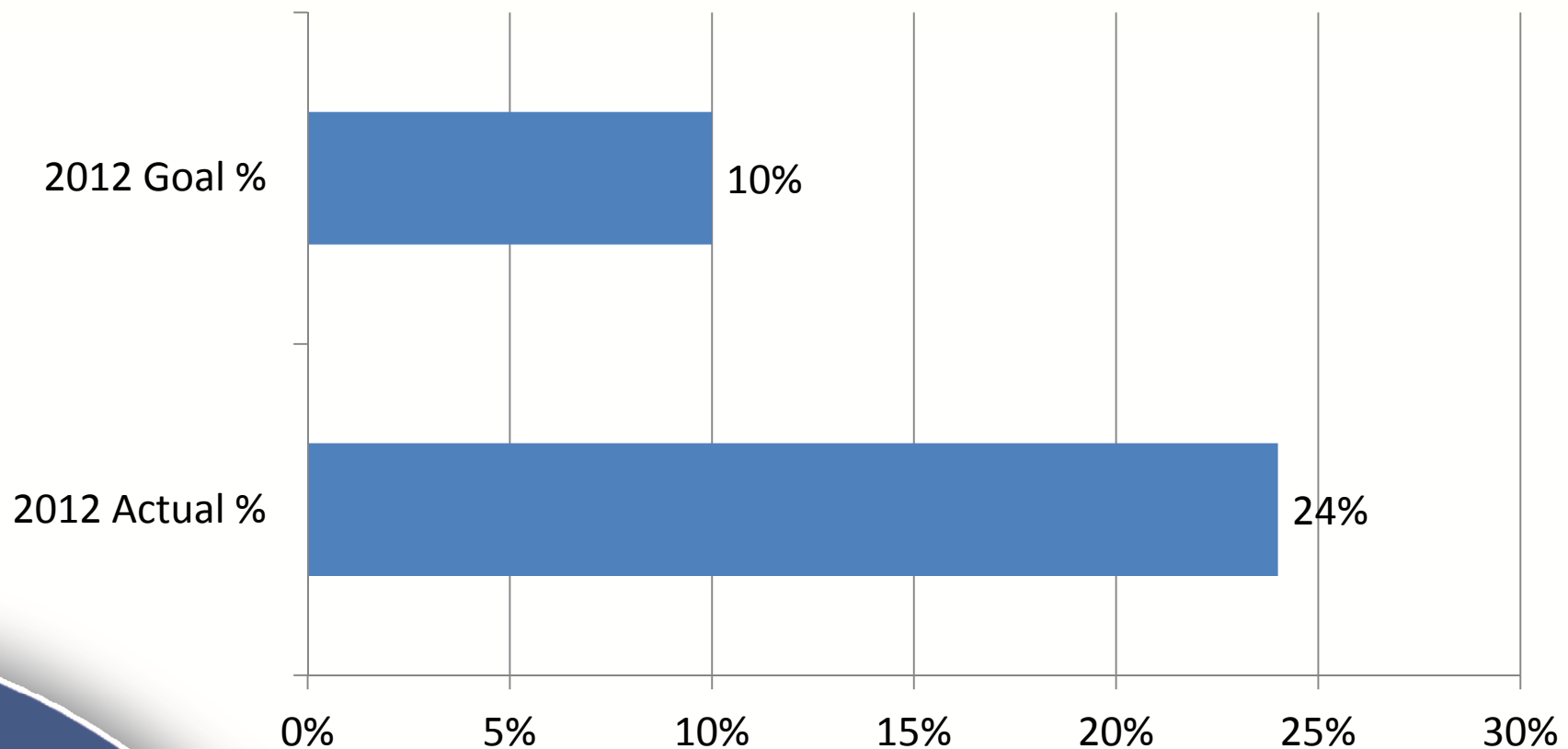
% of Total Construction



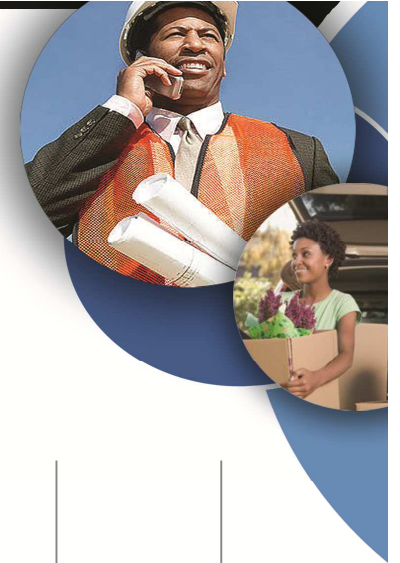
2012 City of Dayton DBE Performance



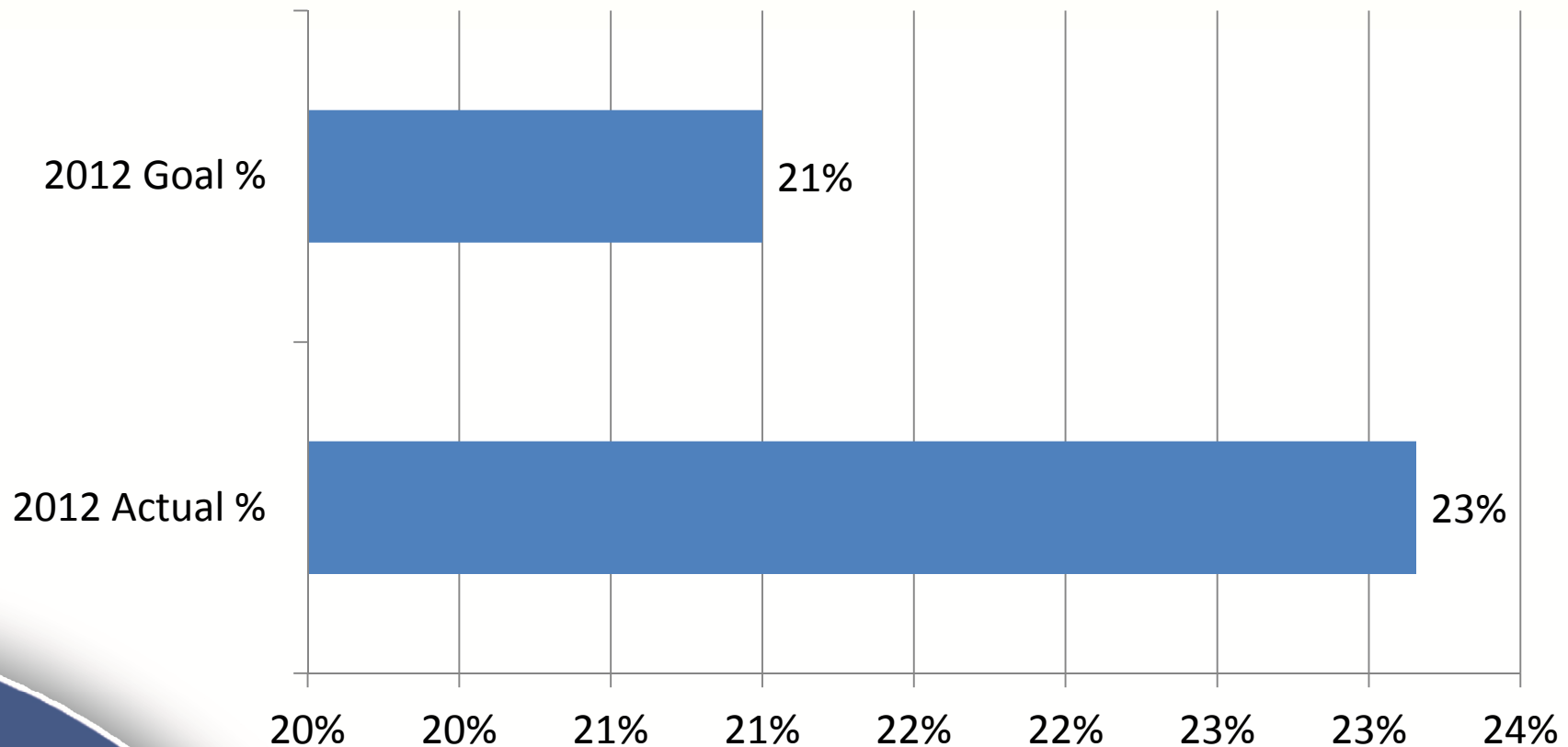
DBE ODOT



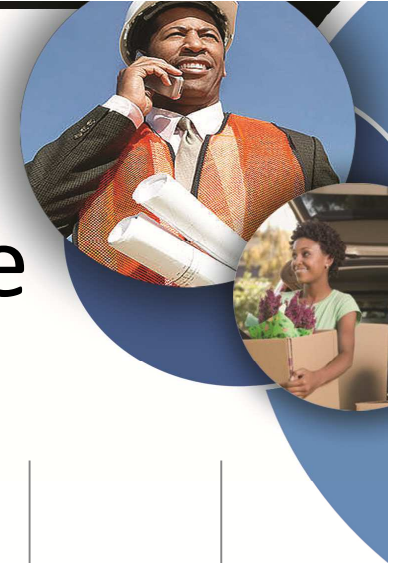
2012 City of Dayton DBE Performance



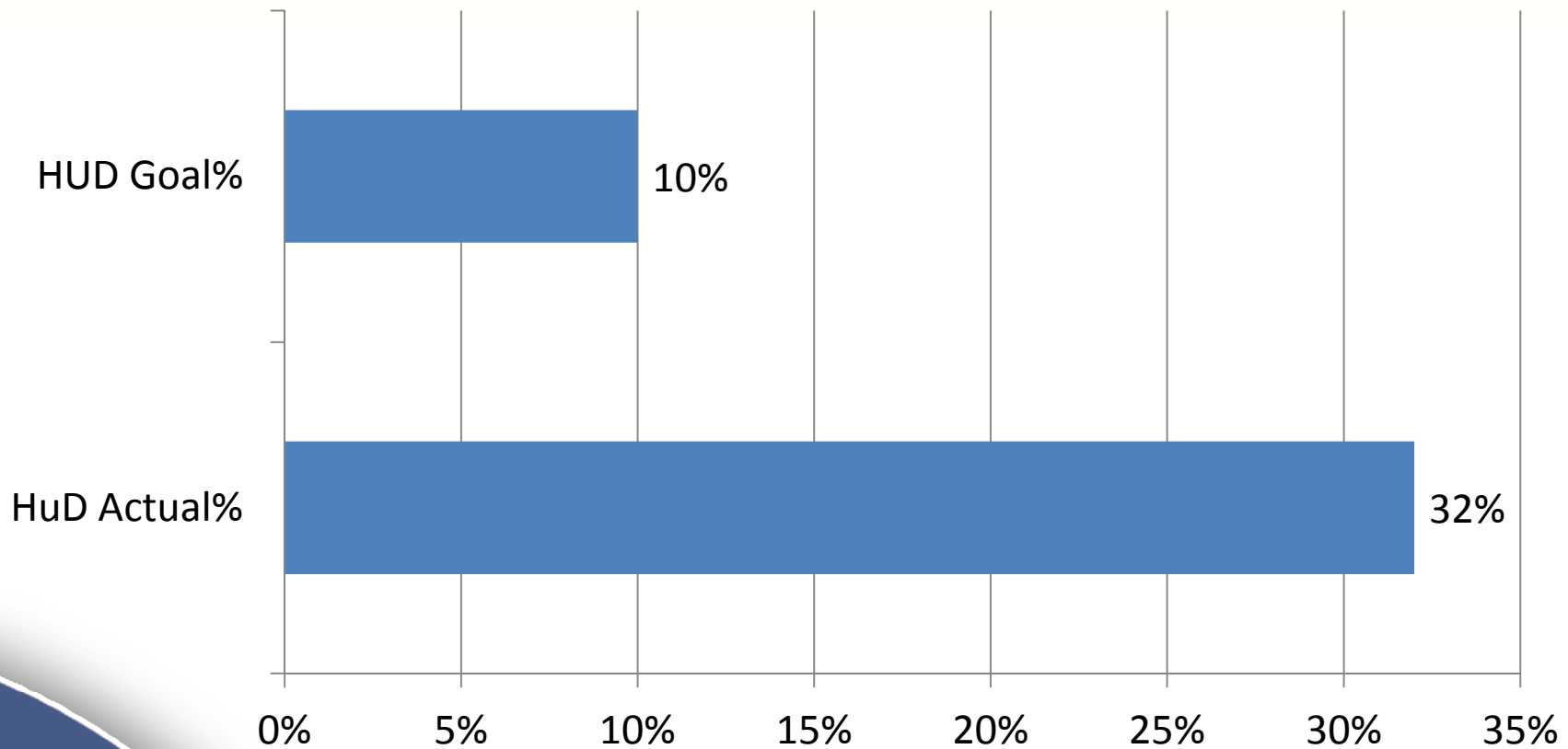
DBE FAA



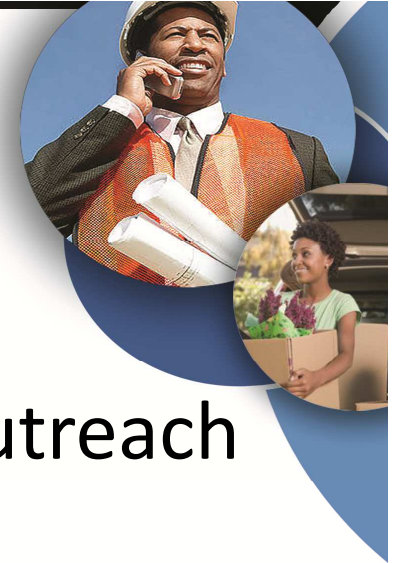
2012 City of Dayton HUD Section 3 Performance



HUD Certified



Outreach



- April 23, 2013 Airport Small Business Outreach Forum has over 125 business owners registered to attend
 - We will identify the companies that are eligible for PEP certification from the attendees
- Coming later this year “Cast a Bigger Net 4,” our bi-annual outreach event with Greater Dayton RTA and Dayton Public Schools

Thank You

- City of Dayton Commission, City Manager and Staff: DPW, DOA, DOW, Purchasing
- Human Relations Council Board and Staff
- Minority Business Assistance Center (MBAC)
- Procurement Technical Assistance Center (PTAC)
- Dayton Area Chamber of Commerce Minority Business Partnership (MBP)
- Southwest Ohio Small Business Development Center (SBDC)

